

## Message Text

UNCLASSIFIED

PAGE 01 LIMA 03930 082049Z  
ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 /023 W  
-----045169 082329Z /65

R 081920Z MAY 78  
FM AMEMBASSY LIMA  
TO SECSTATE WASHDC 9912

UNCLAS LIMA 3930

EO 11652: N/A  
TAGS: BENC, PE  
SUBJ: MAJOR PROJECT: PURCHASE 200 TRUCKS

1. PERAM INTERNATIONAL DEL PERU S.A., A SALES AGENCY OPERATING IN LIMA, HAS APPROACHED EMBASSY EXPRESSING INTEREST IN RECEIVING QUOTATION FROM US SUPPLIERS ON 200 UNITS GENERAL FREIGHT TRANSPORTATION TRUCKS. TRUCKS EQUIPPED WITH 8V-71 T (TURBO CHARGER) DIESEL ENGINES, FOR 20 TON PAYLOAD EACH. OFFERS SHOULD INCLUDE FINANCING POSSIBILITIES, TERMS, APPROXIMATE DELIVERY TIME, CATALOGS, AND OTHER PERTINENT INFORMATION. TRUCKS ARE FOR AREQUIPA-BASED TRUCKING COOPERATIVE IN SOUTHERN PERU WHICH APPARENTLY IS ABLE TO OBTAIN FROM GOVERNMENT REQUIRED IMPORT AUTHORIZATION. COOPERATIVE WOULD ALSO BE ABLE TO OBTAIN FOREIGN EXCHANGE TO PAY CASH DOWN FOR UP TO 20 PERCENT OF TOTAL VALUE OF PURCHASE.

2. GUILLERMO DE POMAR, PRESIDENT OF PERAM, STATES THAT WHILE FINANCING FROM SUPPLIERS WOULD BE IDEAL, HIS FIRM IS ALSO TRYING TO OBTAIN FINANCING FROM OTHER SOURCES. HE ALSO MENTIONED THAT USSR HAS MADE OFFER ON THESE TRUCKS INCLUDING FINANCING, BUT THE COOPERATIVE WOULD PREFER AMERICAN-MADE TRUCKS IF AT ALL POSSIBLE.

3. PERAM IS A SALES AGENCY FOR MACHINERY, HEAVY DUTY TRUCKS AND GENERAL MERCHANDISE. FIRM HAS AGGRESSIVE SALES FORCE CALLING BOTH ON PUBLIC AND PRIVATE SECTOR ORGANIZATIONS. REPORTEDLY FIRM REPRESENTS PERAM-INTERNATIONAL CORPORATION,  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LIMA 03930 082049Z

LOS ANGELES, CA.

4. MAJOR PROJECT DIVISION IS REQUESTED TO INFORM AMERICAN SUPPLIERS OF THIS SALES PROSPECT. INTERESTED FIRMS SHOULD CONTACT:  
GUILLERMO DE POMAR  
PRESIDENT

PERAM INTERNATIONAL DEL PERU S.A.

P.O. BOX 2760

LIMA 100, PERU

PHONE: 363166 AND 360738

TELEX: 25319 PE BANCOPER

5. PLEASE ALSO PASS THIS INFO TO LUIS LAUREDO, DIRECTOR,  
STATE OF FLORIDA DEPARTMENT OF COMMERCE, CORAL GABLES, FL  
(305/446-8106).

PREEG

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 08 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978LIMA03930  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780195-0400  
**Format:** TEL  
**From:** LIMA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780583/aaaacszg.tel  
**Line Count:** 73  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 38e3b4a2-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2763665  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MAJOR PROJECT: PURCHASE 200 TRUCKS  
**TAGS:** BENC, PE  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/38e3b4a2-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014